

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY
USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT
POLICY

Voluntary Public

Date: 2/28/2013

GAIN Report Number:

Benin

Post: Lagos

2013 Exporting to Benin

Report Categories:

Exporter Guide

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Report Highlights:

Total food and agricultural exports from the U.S. to Benin more than doubled from US\$8.9 million in 2011 to US\$17.3 million in 2012. Frozen poultry meat and rice make up approximately 60% of the total U.S. agricultural exports to Benin. Potential exports for other U.S. agricultural products include wheat grain, soybeans, rice and processed foodstuffs due to Benin's proximity to neighboring Nigeria and landlocked countries that present market opportunities for U.S. agricultural exports.

General Information:

SECTION I. MARKET OVERVIEW

Benin is a small country located on the West African coast, bordering Nigeria in the east and Niger in the north, Togo in the west and Burkina Faso in the north west with a total surface area of 112, 622 sq km. It has a total population estimated at 9.2 million in 2012, composed of over 50 percent women, and 17.4 percent children under 5 years old.

Benin is predominantly a rural society- more than 70% of the population depends on agriculture which contributes around 35% of the Country's GDP. Since 2008 the Government of Benin has been actively involved in strengthening agricultural development and the staple crop value chains. Corn and rice are two staples the government is focused on to promote food security and food self-sufficiency. Coarse grains (corn, sorghum, millet) and rice are mostly grown by independent small scale farmers, who are responsible for producing 90% of the total output while using between 7% and 10 % of the total arable land available. Most of the farmers grow cotton and/or corn on only 1 hectare with the largest reaching up to 18 hectares of land.

While the Government of Benin (GOB) aims to diversify its agricultural production, Benin remains underdeveloped and its economy is based on subsistence agriculture heavily dependent on cotton's international prices, and regional trade.

Both improving agricultural productivity and strengthening diversification are on the top of President Boni Yayi's agenda for agricultural development and overall poverty reduction strategy. The country's long term vision is to move towards greater diversification in order to become a major exporter of agricultural products by 2025 by increasing sustainable growth over the medium term.

Benin has been trying to attract foreign investment by placing more emphasis on facilitating the development of new food processing systems and agricultural production, and encouraging new information and communication technology in an attempt to boost economic growth. The US\$307 million Millennium Challenge Corporation (MCC) compact (signed in 2006) included access to justice, access to financial services, and access to land projects to improve the business climate and brought reforms to the land tenure system which has led to the passage of the Land Ownership Code in January 2013, reforms to the commercial justice system, and the financial sector. It concluded in October 2012. On December 15, 2012 the MCC board of directors selected Benin as one of the first countries (the other one is El Salvador) to develop a second compact.

Both the agriculture (35%) and services (57.6%) sectors predominate while the industrial sector only accounts for 6.4% of the GDP estimated at US\$ 14.75 billion. However, there is considerable potential for further development, particularly in the agro industrial subsector.

The services sector employs about 21% of the work force. The size and dynamism of the services sector is related both to Benin's geographical position, right next to the Nigerian market of approximately 170 million people. Benin is considered a transit corridor for landlocked countries further north (Niger, Burkina Faso, Mali, and Chad) whose imports pass through Benin.

Benin's economic growth and prosperity depends largely on regional trade and the global economic situation. Also, Benin depends on imported electricity (mostly from Ghana, Ivory Coast, and Nigeria), which currently accounts for a significant proportion of the total country's imports estimated at US\$2.136 billion, and Nigeria's subsidized fuel product ends up being marketed in Benin.

Textiles, palm products, cashews, cocoa beans and related products are destined for the export market while corn, cow peas, beans, rice, peanuts, pineapples, cassava, yams, and other various tubers are grown mainly for local subsistence or local consumption.

The modern Port of Cotonou is a platform to reach over 100 million consumers in neighboring landlocked countries such as Burkina Faso, Niger, Mali and Chad, as well as the northern states in Nigeria.

The country's key estimated economic indicators for 2012 are as follows: Estimated Nominal GDP- \$15.51 billion; Estimated Real GDP growth rate- 3.5%; Estimated Per Capita GDP- \$1,700; Inflation Rate- 6.5%; Population- 9.2 million. Benin's GDP is roughly 36% agriculture, 57.6 % services, and 6.4 % manufacturing. **Source:**<https://www.cia.gov/library/publications/the-world-factbook/geos/bn.html>

Important economic and structural reforms supported by multilateral organizations such as the International Monetary Fund (IFM) and the World Bank (WB) helped Benin sustain growth rates averaging 4.7% annually during the last decade. This has resulted in a modest increase in its per capita income (estimated US\$1,700) as well as improvements in human development. However, Benin remains one of the poorest countries in the world, ranking 167th out of 187 countries covered in the last survey (2011). Poverty remains widespread and the economy remains undiversified despite government efforts in the last few years.

The CFA franc is pegged to the euro at CFAfr 655.96- 1 Euro which will fluctuate against the US\$ in line with the Euro to US\$ exchange rate. US\$ 1 = CFA fr 511.

ADVANTAGES	CHALLENGES
Government of Benin (GOB) engages with the private sector to promote economic growth- improving business environment is in the President's agenda for 2013	Business is done face-to-face with expectations of promotional material and technical material.
U.S has strong bilateral relations with the GOB.	Business transactions are slower than the U.S.
Benin is eligible to participate in AGOA and exports textiles and clothing to the U.S.	Only business people take advantage of the opportunity to export AGOA related products to the US.
	"Imports" are subject to VAT of 18% of the gross value at the port of entry. Import duty of 48% is charged on all imported goods from

	non- <i>WAEMU</i> countries.
Draft legislation on biotechnology exists, but a moratorium on implementation is in place until 2013.	Lack of information on biotechnology research work (methods, outputs, ongoing project, institutions).
USAID and Peace Corps are present in Benin and may serve as USDA partners in developing agricultural sector opportunities. Strong U.S. Non Governmental Organization & Private Voluntary Organization (PVO) presence.	
English is mostly used by the business community- especially in the banking sector, food and agricultural commodity importers, and retailers.	French is the official language and English is not used in the rural areas and/or with government contacts.
A Foreign Trade zone near the Benin-Nigeria border is under construction offering potential for cold chain storage and other agribusiness.	Benin ranked 175 th out of 185 on the World Bank's 2013 Doing Business Report.
Government provisions for agricultural programs to boost local production amount to 11.8 % of the overall budget for CY 2013.	Government is inefficient and bureaucratic.
New investments in Port infrastructure (MCC funded south Quay) will potentially increase berthing of larger vessels, employment and income.	Low per capita income (US\$1700), lack of natural resources, weak rankings on many economic and business indicators.
Benin has an efficient and well-located port, is a re-exporting country for its landlocked neighbors and for Nigeria, which has a market of about 170 million consumers.	Market size is small at 9.2 million people.
The Port of Cotonou is the major gateway to northern Benin landlocked countries (Burkina Faso, Niger, Mali, and Chad) nearly 100 million consumers. In addition, the implementation one-stop shop process for cargo clearance has facilitated speedy loading and offloading of goods entering and transiting through the country.	Cargo arriving in the port is transported by road on trucks to various local and neighboring destinations. Railway system is obsolete.
Re-export activity from Benin to Nigeria, although complicated by a number of Nigerian import restrictions, is one way to reach the large Nigerian market.	Inadequate technical capacity to control the types of products into Benin and food safety concerns due to the lack of refrigeration.
Government incentives for foreign investors interested in building hotels by the beach front create potential for HRI expansion as it is the fifth largest tourist destination in West Africa.	Difficulty in finding partners who can consolidate smaller orders in ocean-bound freight containers at a competitive price and frequency.

	Internet scams are booming- Businesses should be particularly cautious about unknown Beninese "companies" promising them big business deals.
There are 14 private-sector banks in Benin. Citibank's correspondent bank in Benin is Ecobank, while the French bank <i>Societe Generale</i> operated both in the U.S. and Benin.	Orabank, formerly Financial Bank, is member of Emerging Capital Partners, a Washington-DC based private equity firm.
Ecobank and U.S. EXIM bank have signed a Master Guarantee Agreement to encourage medium-and long-term loans for businesses.	
No government interference in the banking sector.	
The first American Business Club (ABC) Benin was launched in 2012 to create commercial opportunities for American and Beninese.	

SECTION II: EXPORTER BUSINESS TIPS

- Be careful with scams;
- Business negotiations tend to be slower than in the United States;
- Beninese business class is very formal and proper dress attire must be worn regardless of the weather;
- Knowledge of French and some historical national moments are viewed positively;
- French language in printed materials is preferred, although some Beninese businessmen in the import/export sector are bilingual;
- Use a personalized approach with consistent attention in service and delivery with follow up visits;
- To contact top decision-makers, communication in person is most effective;
- Business attire is recommended when meeting with government officials;
- Samples and flexibility in packaging and labels are recommended;
- Benin uses the metric system for measurements and weights, so using the metric system in labels and packaging is recommended.

General and Agricultural Trade Situation

Benin applies a common external tariff (CET –*Tarif Exteriur* Common, *TEC* in French) together with other countries belonging to the West African Economic and Monetary Union (WAEMU - *l'UEMOA* in French) - Burkina Faso, Cote d'Ivoire, Guinea Bissau, Mali, Niger, Senegal, and Togo. The CET establishes four categories of products on which tariffs are zero, five, 10, and 20 percent. Benin's enactment of the CET and its accession to the World Trade Organization (WTO) has eliminated

many trade barriers.

Benin is signatory to all international trade conventions under the aegis of the WTO and the United Nations Conference on Trade and Development (UNCTAD). Also, Benin is a member of the trade agreement between the European Union, Africa, and Caribbean and Pacific countries, ACP-EU, and the regional and sub-regional economic unions such as the Economic Community of West African States (*ECOWAS*) and The West African Economic and Monetary Union (*WAEMU*) and it is party to the African Growth and Opportunities Act (AGOA).

Benin has signed bilateral trade agreements for the promotion and the protection of investments with the Germany, Tunisia, Switzerland, China, Portugal, Greece, France, and the United States.

Currently trade between Benin and the United States is small, but interest in U.S. products is growing. Agricultural trade grew over 150 percent year to year from US\$8.9 million in 2011 to US\$17.3 million in 2012. The best prospects for agricultural trade include rice, poultry meat, wheat, corn, soybeans, canned fruits and vegetables, tomato sauce/ketchup, vegetable oil, fruit juices, pasta, wine and other spirits, powdered milk, energy drinks, mayonnaise, and snack foods.

The major agricultural commodities produced in the Benin are cotton, corn, cassava (manioc), yams, beans, palm oil, peanuts, and cashews. Export products are mainly cashew, ginned cotton, cotton cake and cotton seeds, *shea* butter, and cooking (vegetable) oil.

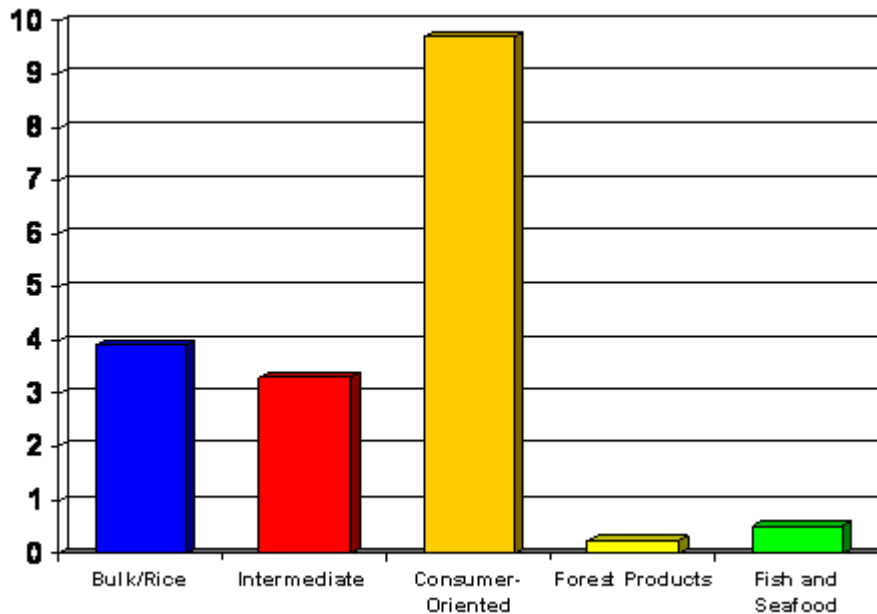
Benin's traditional trade links with France and Belgium remain strong, however, there is presence of Chinese foodstuffs in the open-air markets and supermarkets. Benin's major trade partners include Nigeria, France, Belgium, Spain, Switzerland, Argentina, Brazil, U.S., China, and the United Arab Emirates (UAE).

Benin has been eligible for the African Growth and Opportunity Act (AGOA) since the program began in 2000. It qualified for AGOA textile and apparel benefits in January 2004. Furthermore, The Millennium Challenge Corporation (MCC) established a \$307 million –five year compact with the Government of Benin in 2006 to increase investment and private sector activity. The compact focused on expanding the Port of Cotonou, promoting land tenure, and creating a more efficient judicial system and it was completed in October 2011. Furthermore, on December 15, 2012 the MCC board of directors selected Benin as one of the two countries (the other one is El Salvador) to develop a second development compact. The fact that Benin will develop a second compact offers opportunities for more commercial engagement in agribusiness.

U.S. Agricultural Products to Benin

CY 2012 Jan/Dec

\$ Million



Source: BICO Report (<http://www.fas.usda.gov/gats/BicoReport.aspx?type=country>)

The GOB promulgated a decree on March 22, 2011 establishing the '*Programme de Verification des Importations de Nouvelle Generation* (PVI--New Generation Import Verification Program) to combat customs fraud, in an attempt to standardize customs collections. However, the PVI was suspended in April 2012 (as a result of irregularities with the provider-who happened to be a former presidential ally of President Boni Yayi) and resulted in a sharp decrease in revenues towards the end of 2012.

Benin is a signatory to the UN Anticorruption Convention. Benin's State Audit Office is responsible for identifying and acting against corruption in the public sector, however, the process of resolving civil disputes can be slow due to bureaucracy.

While the GOB has taken steps and demonstrated a willingness to end corruption, and has acted against high-profile, allegedly corrupt officials including many of his former presidential allies, corruption remains a problem in the customs service, government procurement, and the judicial system.

SPS and Regulatory Systems

The *Direction de l'Alimentation et de la Nutrition Appliquée* (DANA -- Food Safety Control Office) and the Department of Animal Husbandry of the Ministry of Agriculture (*MAEP*) are the two agencies responsible for food safety and inspection of imported frozen meat and drugs prior to clearance at the port of entry.

Labeling

There are no specific labeling requirements for goods. However, well-labeled goods enjoy quicker identification and customs clearance. Labeling in French is recommended as consumers may find it easier to read especially as upper-income consumers are more and more interested in health/nutrition. Supermarket operators interviewed commented that 75 percent of the foods imported to Benin actually end up being marketed in Nigeria, so bilingual labels (French and English) are the best option.

Information on food labels imported or domestic *may* include:

Name and brand of product
List of ingredients and additives
Nutrition and caloric value
Allergenic ingredients and allergenic processing aids (gluten, soybean, peanuts, etc)
Net weight/volume (metric system)
Expiration date shelf life
Shelf life (If the product has a shelf life of less than three months, it must include the day/month/year of expiration).

Business Customs and Keys to Success

U.S. agribusiness interested in exporting to Benin should contact the USDA office in Nigeria to find about market opportunities and contacts for credible agribusiness firms working in Benin.

U.S. exporters are advised to explore and look at entering the Beninese market as a transit corridor for an approximately 60 million people potential market made up of the landlocked countries including Niger, Burkina Faso, Mali, and Chad, and the largest market in Sub-Saharan Africa with a population of more than 170 million people, Nigeria.

U.S. exporters of agricultural products considering entering the Beninese market are advised to visit Benin and hire the services of a reputable agent or distributor fluent in both French and English and familiar with local businesses practices.

U.S. exporters should provide prices on a CIF (Cost, Insurance and Freight) basis.

New U.S. exporters should require an irrevocable letter of credit prior to shipping.

Most importers of U.S. food products recommend that food products are labeled both in French and English- in French to serve the Beninese and West African market, and in English for the Nigerian market.

Goods are cleared by registered clearing agents hired by the importer and all required importing documents are handled by such agents.

Further information on Benin customs procedures and practices may be obtained at:

Direction Generale des Douanes et Droits Indirects

Telephone: +229 21 315703/315548

Fax: +229 21 316786

Direction de l'Application et de la Réglementation

Telephone: +229-21318740

website: www.finances.bj

Consumer Tastes and Preferences

Beninese consumers are price-sensitive however, they are willing to try American food products. For lower and middle-lower end consumers, price remains the most important factor in determining preferences. Good quality items are not overlooked, however, as most of the cooking is done within the home and eating in restaurants is rare. Also, lower-end consumers spend less and shop at the open-air markets, but shop more frequently since they buy smaller quantities.

General Import and Inspection Procedures

Documents related to import requirements vary depending on the type of the imported goods and they are not specific to food inspection. In general, the documents to be produced by importers before the clearing of goods are the invoice, bill of lading, and pre-shipment inspection certificate issued by BUREAU VERITAS Group, one of the world leaders for controls and inspection, with a network that represents more than 1,000 offices and 330 laboratories (<http://www.bureauveritas.com>), the importer's import license, attestation of origin of the goods (originated from a WAEMU or ECOWAS member state) and an animal or plant health inspection SPS certificate if appropriate.

Further information can be obtained from the “*Direction de l'Application et de la Réglementation*” or Office of Regulation Application of Benin's Customs Service at +229-21318740.

Food Standards, Product Registration and Regulations

There is no well-defined system for the elaboration of Food Standards and the Codex committee is not fully functional; however, The Beninese Government food standards are aligned with international CODEX Alimentarius standards. The United States has sponsored focal points (contacts) in the past couple of years to attend regional Codex Meetings.

Import Duties & Collections

In general, imports from non WAEMU countries are subject to 48% import duty on the value of the

goods. On top of these customs duties, importers are required to pay 18% Value-Added-Tax (VAT) at the point of entry. Further information on customs procedures in Benin may be obtained on the Ministry of Economy and Finance (MDEF) website at www.gouv.bj, www.finances.bj, and www.izf.net.

Trade Barriers

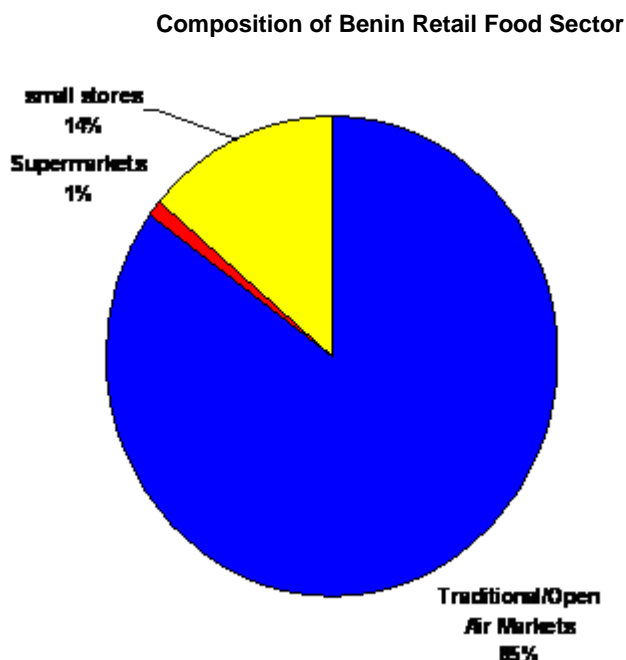
Benin's enactment of the *TEC* and Benin's accession to the WTO has eliminated many trade barriers. Currently imports of all products are allowed and there are no indications that this will change in the foreseeable future. Post has only dealt with a potential one trade issue since 2011 which was successfully resolved.

SECTION III: MARKET SECTOR STRUCTURE AND TRENDS

Retail Food Sector

Benin's population is concentrated in the southern part of the country, particularly in greater Cotonou and the surrounding areas. Retailers and their consumers typically cluster in established traditional-open markets. The wholesale and retail sector is dominated by Lebanese, Indian, Pakistani, Chinese, and Beninese businesses. The Dantokpa open-air market in Cotonou is one of the largest markets in West Africa. Re-export through Benin to Nigeria is a significant component of local trade.

Benin's retail food sector consists of a single hypermarket, supermarkets, and grocery/convenience stores as well as the traditional, open-air street vendors /markets where 85 percent of total retail food sales take place.



While open-air markets remain the dominant channel for Benin's retail food sales, there has been a gradual but steady change towards consumer food purchasing in the supermarket and the convenience store channels. The formal retail sector is not well developed, with only few supermarkets concentrated in Cotonou and serving the higher income local and expat consumers.

On a recent trip to Benin, Post visited the ***Hypermarche*** and ***Centre Commercial Erevan***, the largest shopping center and super market in Benin with about 4,000 sq meters of space, hosting snack places/restaurants, bakery, and 18 other shops. Most of the products available in the food section were original from France or the EU. Post also visited ***Supermarket Du Pont (SJK)*** S.A. owned by the Karam Group, which is also engaged in importing foodstuffs, wholesale, distribution and management of several smaller supermarkets.

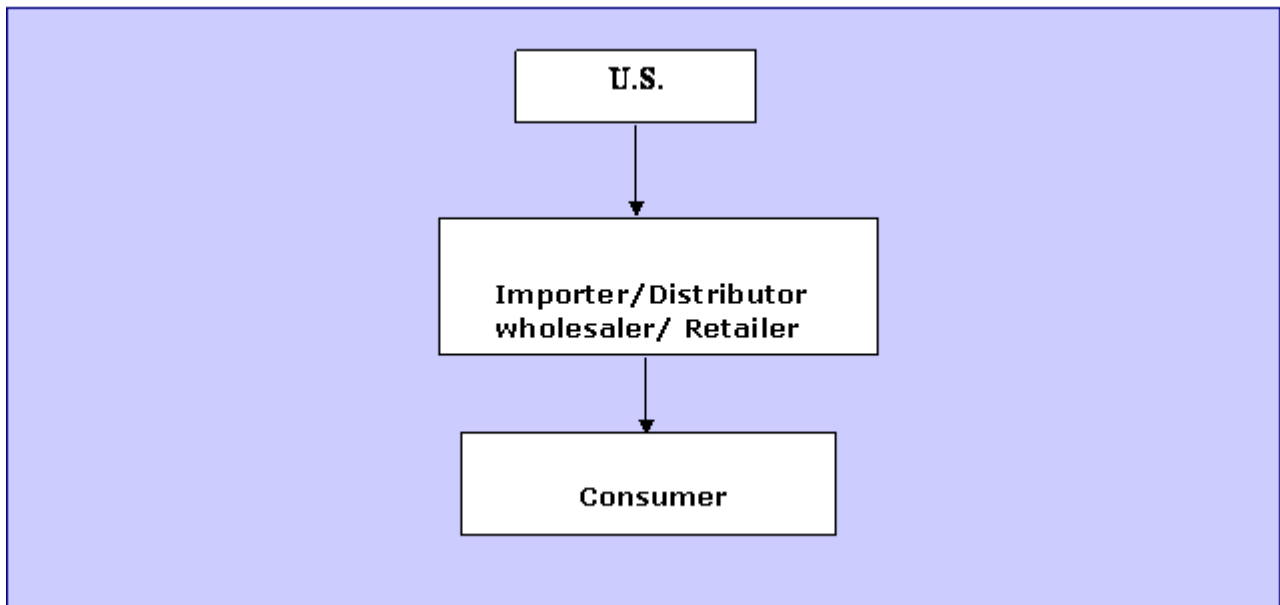
Supermarket Du Pont displayed a series of mixed grocery products from the U.S. on its food section as they had received a container of mixed grocery products from the U.S. for the first time in early September 2013. According to Mr. Karam, ***Du Pont*** clients are interested in American food product. Mr. Karam mentioned that the demand for American products is increasing, but more trade missions by Americans to Benin and Beninese to the U.S. are highly recommended.

There are other small supermarkets and grocery stores in Cotonou. Post visited supermarket ***La Champeone***, however, there were no American products except for mayonnaise jars (American Garden brand). Post did not find any U.S. canned and/or processed products at Danktopa open –air market, one of the largest open markets in West Africa.

Unlike Nigeria, Benin does not have a history of developed supermarket retailing, but continues to mainly use the traditional open-market channels. The importers, wholesalers, distributors are essentially all the same and sell directly to the consumers.

Benin's retail food merchandising usually follow the channel shown in flowchart below

Typical Distribution Channel in Benin's Retail Food Sector



An importer may be the distributor and the retailer buying mixed-grocery containers from various consumer-oriented food exporters and wholesale/retail outlets from around the globe and then sell to the different players in the market.

In some cases, wholesalers sell to retailers in large quantities and at discounted prices. Retailers purchase more than 80 percent of their stock of consumer-oriented foods from importers and wholesalers who are located in the traditional, open markets.

Post confirmed the origin of most imported processed food products in Benin supermarkets as mainly from the EU. However, some products had labels in Arabic, French, Portuguese, Spanish, etc. These products had been shipped from Dubai, UAE. The EU countries (Spain, Italy, France, etc) and South Africa are the major wine suppliers to Benin. Post found only one supermarket that sold Californian wine.

U.S. market share is growing, but it is still low, mainly due to:

- Lack of sponsored Agricultural Trade missions from the U.S. to Benin and reverse trade missions to the U.S.;
- Higher freight rates for shipments from the United States;
- Unfavorable perception of Beninese firms by some U.S. exporters;
- Reluctance by U.S. exporters to meet Beninese companies and meet importer demands, especially on labeling and packaging requirements;
- Import restrictive measures implemented by the Nigerian government to protect domestic industries works well for the importers/distributors for Benin since legally imported food products are re-exported across the borders and can be found in the Nigerian open-air markets. However, this trade brings about food safety risks for the Nigerian consumers when frozen food

products are transported without any refrigeration over the porous borders on motorbikes and minibuses and then make its way to the open markets;

- Lack of cold chain storage within the Benin economic development zone is now being studied by the private sector.

SECTION IV: BEST PROSPECTS

Consumer-oriented products

- Breakfast Cereals
- Snacks Foods
- Alcoholic beverages & Spirit & Liqueurs (excluding beer)
- Energy drinks
- Canned vegetables and fruit
- Tomato Ketchup, Mayonnaise & Salad Dressing
- Canned Soups
- Baby Foods & Health Food products
- Powdered milk
- Rice

Product type offering the most sales potential

- Frozen poultry
- Soybeans
- Corn
- Wheat grain (all types)-Grands Moulins du Benin (American capital wheat mill) will open a new noodle production facility in Cotonou in 2013.
- Rice (all types)

SECTION V: POST CONTACTS

1. Agricultural Affairs Office (USDA/FAS)

U.S. Consulate General Lagos

2, Walter Carrington Crescent

Victoria Island, Lagos-Nigeria

Tel: 234 -1-460-3577

E-mail: aglagos@usda.gov

Website: www.fas.usda.gov

2. Economic/Commercial Section

U.S. Embassy Cotonou, Benin

Marius C. Lotsu

Economic/Commercial Assistant

U.S. Embassy

01 B.P. 2012 Cotonou, Benin

Rue Caporal Bernard Anani
E-mail: LotsuMC@state.gov
Tel: (229) 21-300650
Fax: (229) 21-300670
<http://cotonou.usembassy.gov/>

3. Government Regulatory Agency Contacts

Direction de l'Alimentation et de la Nutrition Appliquée (DANA)

Food Safety Agency

Dr. Yombo Malete

BP 295

Porto-Novo, Benin,

Tel. +229-20-212670, Fax: +229-20-213963

E-mail: yombomalete@yahoo.fr

Ministère de l'Agriculture, d'Elevage et de la Pêche (MAEP)

Ministry of Agriculture, Animal Husbandry and Fishing

Dr. Richard Lokossou

Director de l'Elevage

BP: 2041,

Cotonou, Benin,

Email : lokossourichard@yahoo.fr

Ministère de l'Agriculture, de l'Elevage et de la Pêche (MAEP)

Ministry of Husbandry, Animal Husbandry and Fishing

Dr. Yolande Adjanohun-Bigot

Vétérinaire Inspecteur/Technologue-Hygiéniste

Chef Service Contrôle Denrées Animales et Aliments de Bétail

Direction de l'Elevage/MAEP

bigotyolande@yahoo.fr

Tel : +229 95 85 55 21/96 68 12 62

Agence Beninoise de Promotion des Echanges Commerciaux, ABEPEC

Benin Agency for Promotion of Trade

Robert Akinde

Director General

BP 1254

Cotonou, Benin

Tel: +229 21-30-13-20/30-13-97

Fax: +229 21-30-04-36

E-mail: micpe.abepec@otitelecoms.bj; rakinde@yahoo.fr

Website: <http://www.abepec.bj>

Association de Développement des Exportations-ADEX

Export Development Association

Paul Agbangla, *President*

01 BP 3554

Cotonou, Benin

Tel: +229 21-31-78-21/31-82-20

Fax: +229 21-31-78-22

E-mail: adex@intnet.bj

Chambre de Commerce et d'Industrie du Benin, CCIB

Benin Chamber of Industry and Commerce

Pierre d'Alcantara ZOCLI, *Interim President*

BP 31

Cotonou, Benin

Tel: +229 21-31-20-81/31-43-86

Fax: +229 21-31-32-99

E-mail: ccib@bow.intnet.bj

<http://www.economiebenin.org>

4. Other Important Contacts

The American Business Club (ABC) Benin

ABC Benin is an American support organization whose members discuss monthly to improve bilateral trade/business between the U.S. and Benin. ABC was established in March 2012, Cotonou Benin.

Mr. Rizwan Haider

Email: secretariat-benin@orabank.net

Website: www.orabank.net

Orabank

Managing Director: Mr. Rizwan Haider

01 BP 2700

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Tel: +229 21-31-31 00 / 03 / 04

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Email: herve.borna@orabank.net

Website: www.orabank.net

Orabank has a large portfolio of clients involved in the agricultural sector (including importers, distributors, retailers, etc).

Special Contacts and more information

The Karam family has been in Benin in the early 1900's and is involved in several enterprises in the agri-food sector.

S.J.K. S.A./ Karam Group
Jean Charbel Karam/ Claude Karam
Karamclaud1959@hotmail.com
karamcp@groupkaram.com
karamjc@groupkaram.com
mobile: (+229) 95-06 00 56
Website: www.groupkaram.com

For a List of 2013 Agriculture Trade shows in the United States. Please, visit:

http://www.fas.usda.gov/agx/trade_events/2013DomesticTradeShowCalendar.pdf.

U.S. Cooperators/ Representatives Active in the Region

USAPEEC representative is based in South Africa and covers all Africa

Ms. Zelda Sharp
Zodiac Marketing
64 Summit Drive
Patlynn 101, Johannesburg, South Africa
(Covers Sub-Saharan Africa)
ph: 27-11-867-7082
fx: 27-86-612-5407
cell: 27-82-900-5199
E-mail: zelda.sharp@mweb.co.za

U.S. Wheat Associates Representative in based in Lagos, Nigeria

Mr. Muiyiwa Talabi
Telephone: 234-08033041447, (234 1) 261-0657
Fax: (234 1) 261-0657
E-mail: mtalabi@uswheat.org